R J Reynolds

Tobacco Company

JAMES V. MAGUIRE
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January 22, 1996

MEMORANDUM TO: WAM DISTRIBUTORS

Gentlemen:

We at R. J. Reynolds value our customer's goodwill as an important part of our on-going business relationship. Our involvement with WAM has always been intended to foster partnership.

We recognize that the decision to cancel the accrual portion of the WAM Program was disappointing for both parties.

Your RJR Account Manager is delivering to you a procedure to financially recognize your effort against the former WAM Program. We ask that you complete the documents provided and return them to RJR personnel at the meeting, or return them by fax to Larry Schreiber, R. J. Reynolds -- Fax: (910) 741-4684.

Thank you for your support and cooperation.

Sincerely,

jim

Jim Maguire

JVM/kp

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Source: https://www.industrydocuments.ucsf.edu/docs/zmwn0000